RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

December 23, 1996

RJR Account #356150
Mr. H. Bowen
LAVIN CANDY CO.

FEBRUARY DORAL B2G1F / PROMOTION #700046

Dear Harry:

DORAL B1G1F product, and Live product, has been ordered (see quantities listed below), as well as **30** skus of B2G1F sleeves (Item #520844) to pack and ship this promotion to your participating retail accounts. All additional pertinent promotional information is listed below:

DORAL STYLE	B1G1F UPC Code	#/ (6M) Cases B1G1F	LIVE UPC Code	#/ (12M) Cases LIVE
Full Flavor Kg	12300-23883	**2**	12300-16612	1
Light 100	12300-23881	**2**	12300-15212	1

Product / Premium Arrival: **January 20, 1997**

Ship Date to Retail: **Week of: January 27, 1997**

SKU CUBE : **1.3600**
SKU WT (w/o Product): **4.0000 lbs**
Retail Sales Offer per Sku: **20 units**

Billing per Sku: **4 Savings Cartons**

EFT $ Amount: **$1,224.36**
Non-EFT $ Amount: **$N/A**

51861 7723

Source: https://www.industrydocuments.ucsf.edu/docs/lnvn0000

B2G1F
LAVIN CANDY CO.

Promotion Description: Utilize self-contained shipper. Shipper has 20 buy-2-get-1 free sleeves. Buy-1-Get-1-Free product should be placed into the sleeve and an additional 'Live' pack inserted with it. B1G1F product will be pre-banded.

SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST

- SEE ENCLOSED 'WHOLESALER PACKING INSTRUCTIONS'

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $28.00 per **live 12M** case for all displays packed and shipped to retail on a timely basis. This equates to **$84.00 (3 (12M) case(s) @ $28.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: R. Westenberger / 162301

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-FEBDOR.DOC

51861 7724

Source: https://www.industrydocuments.ucsf.edu/docs/lnvn0000

WHOLESALER PACKING INSTRUCTIONS

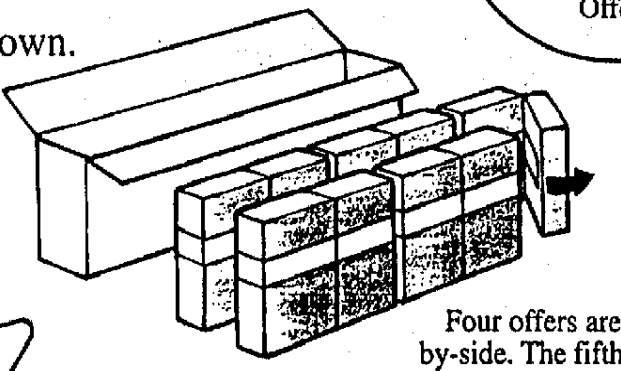
VALUE ADDED PROMOTIONS - 1ST QTR.'97

February / March DORAL B2G1F (Buy 2 Packs Get 1 Pack Free)

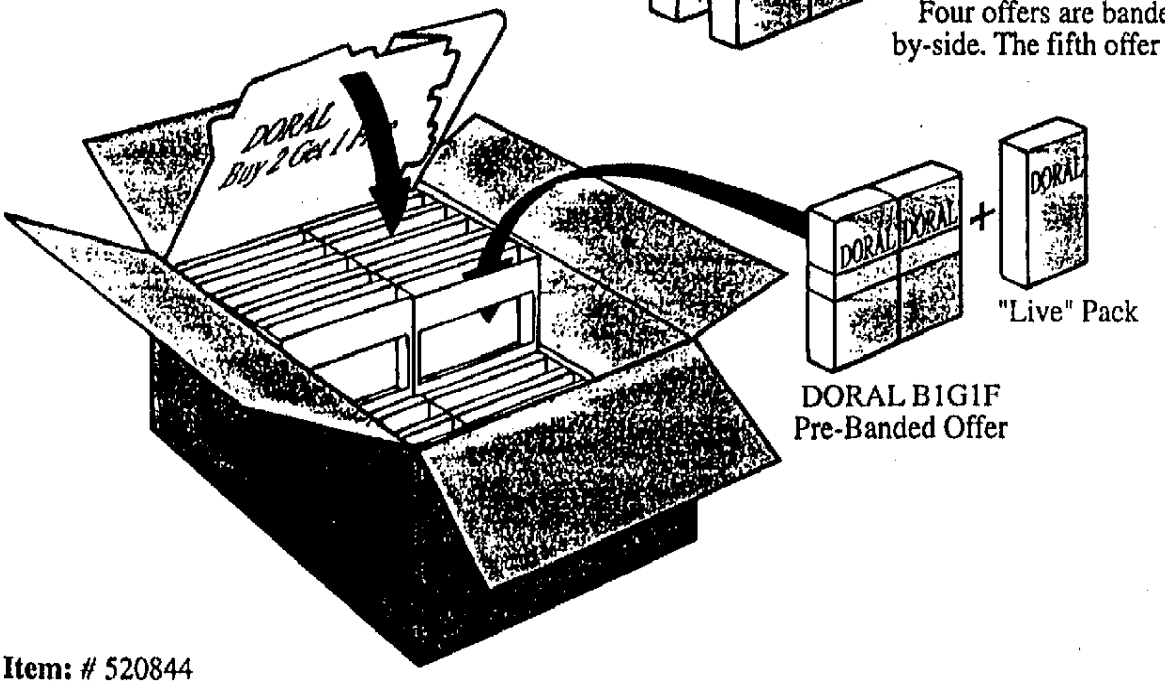
STEPS

1. Open DORAL B2G1F shipping case.
2. Place 1 B1G1F offer into each DORAL sleeve (each case contains 20 sleeves).
3. Add 1 "live" DORAL pack of same brand style to each sleeve.
4. Fold display header card down.
5. Close the case.
6. Ship to retailer.

Each white carton contains 5 Pre-banded 2 Pack "Buy-One-Get-One-Free" DORAL Offers.



Four offers are banded side-by-side. The fifth offer folds out.



"Live" Pack

DORAL B1G1F Pre-Banded Offer

51861 7725

Item: # 520844
Description: DORAL B2G1F Sleeve Kit

Brand Style	FF Kg B1G1F	LT 100 B1G1F	X	FF Kg LIVE	LT 100 LIVE	
Number of Cartons	2	2	X	1	1	

Source: https://www.industrydocuments.ucsf.edu/docs/lnvn0000

WHOLESALER : 356150 LAVIN CANDY CO., INC. <DIRECT>
TEMPLATE : 700046 70200 DOR FEB B2G1F
TEMPLATE SEQ : 0002
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162201	163830	619806	CODY'S GROCERY	2946 MILITARY TUR	WEST CHAZY	NY	12992	1				(518)561-6858
162302	162320	766966	SHARKEY'S I	MONTCALM	TICONDEROGA	NY	12883	1				(518)585-7527
162201		177916	FRENNETTS GROCERY	90 COOK STREET	DANNEMORA	NY	12929	1				(518)492-7047
162301	163830	767753	SOUTH CATHERINE STG	5042 S CATHERINE	PLATTSBURGH	NY	12901	1				(518)561-1430
162201	163830	178080	NORMANS GROCERY	ST REGIS AVENUE	BLOOMINGDALE	NY	12913	2				(518)891-1890
162201	163830	767109	E-M MARKET	156 BROADWAY	SARANAC LAKE	NY	12983	2				(518)891-2485
162301	163830	177923	H ROCKS GROCERY	ROUTE 22	SCHUYLER FALLS	NY	12985	1				(518)643-8028
162301	163830	767981	BILL'S MINI MART	ROUTE 22B BOX 8A	MORRISONVILLE	NY	12962	1				(518)561-8500
162301	163830	177852	LOUS GROCERY	38 SAILLY AVE	PLATTSBURGH	NY	12901	1				(518)563-6061
162301	163830	498171	SOUTHSIDE GROCERY	4788 CRETE BLVD	PLATTSBURGH	NY	12901	1				(518)561-6788
162301	163830	177803	RICHARDS GROCERY	71 JOHNSON AVE	PLATTSBURGH	NY	12901	1				(518)563-1444
162301	163830	568572	EXPRESS LANE	20 BROAD ST	PLATTSBURGH	NY	12901	2				(518)561-5644
162301	163830	177788	CHUCK WAGON	121 BRINKERHOFF S	PLATTSBURGH	NY	12901	1				(518)563-6300
162301	163830	402300	ST DENIS GROCERY	120 CORNELIA ST	PLATTSBURGH	NY	12901	1				(518)561-9369
162301	163830	130258	NADIM'S CORNER GROC	UPPER RUGAR	PLATTSBURGH	NY	12901	1				(518)563-6921
162302	162320	508066	SHARKEY'S II	WICKER STREET	TICONDEROGA	NY	12883	1				(518)585-3577

PAGE BREAK TOTAL ACCOUNTS 16 TOTAL QUANTITY 19

TEMPLATE TOTAL ACCOUNTS 16 TOTAL QUANTITY 19

51861 7726

Source: https://www.industrydocuments.ucsf.edu/docs/lnvn0000

GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT 01/29/97

ACCOUNT NUMBER: 356150
VOUCHER NUMBER: 15341668
DATE WRITTEN: 01/29/97
STATUS: PAID
AMOUNT PAID: 84.00

LAVIN CANDY COMPANY
4989 S CATHERINE ST
PLATTSBURGH , NY 12901

SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
DISPLAY ASSEMBLY	3.00	84.00

EXPLANATION: DOR B2G1F 700046 / 162301

51861 7727

Source: https://www.industrydocuments.ucsf.edu/docs/lnvn0000